

Message Text

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PAGE 01 CAIRO 11089 051201Z
ACTION SS-25

INFO OCT-01 ISO-00 SSO-00 /026 W
-----055384 051202Z /43
R 050949Z JUL 77
FM AMEMBASSY CAIRO
TO SECSTATE WASHDC 6874
INFO AMCONSUL ALEXANDRIA

C O N F I D E N T I A L CAIRO 11089

EXDIS

E.O. 11652: GDS
TAGS: EINV ETRD EG
SUBJ: FORD INVESTMENT PROJECT

REF: (A) CAIRO 11063, (B) CAIRO 10576

1. FORD REP OUROUSSOFF INFORMED CONGEN ALEXANDRIA'S
E/C OFFICER JULY 3 THAT HE HAD BEEN VISITED THE PREVIOUS
DAY BY GAZARINE OF NASCAR IN AN EFFORT TO ENLIST HIS
SUPPORT AND ASSISTANCE IN DRAFTING TELEX TO WILLIAMS OF
FORD CONTAINING WHAT WAS DESCRIBED AS GOE'S FINAL PRO-
POSAL. ACCORDING TO OUROUSSOFF, BAZARINE WAS SENT TO
ALEXANDRIA BY MININD SHAHIN, MINFIN HAMED AND MINPLANNING
ABDEL MEGUID, WHO HAD BEEN ORDERED BY PM SALEM
TO AGREE ON FINAL POSITION.

2. PROPOSED TELEX TO WILLIAMS AS SHOWN TO
OUROUSSOFF CONTAINED FOUR POINTS: (1) FORD INVESTMENT
WOULD HAVE TO BE \$5 MILLION, PLUS SAMOUHA FACILITY, AS
OPPOSED TO \$3 MILLION, 2) "LOCAL CONTENT" COULD BE 40
PERCENT OR WHATEVER EGYPT COULD PROVIDE -- THIS IS DOWN
FROM 70 PERCENT REQUESTED IN PREVIOUS GOE POSITION, 3)
FORD WOULD SET UP SALES AGENCY IN EGYPT, AND 4) CUSTOMS
PROTECTION OF 20 PERCENT AS OPPOSED TO 55 PERCENT CONSIDERED
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ABSOLUTE MINIMUM BY FORD.

3. OUROUSSOFF INDICATED BOTH TO EC OFFICER AND APPARENTLY
TO GAZARINE HE THOUGHT FORD WOULD HAVE NO DIFFICULTY
WITH FIRST THREE POINTS BUT THAT FOURTH, 20 PERCENT CUSTOMS
PROTECTION, WAS FAR TOO FAR FROM 55 PERCENT FORD CONSIDERED
NECESSARY FOR ECONOMICALLY VIABLE PROJECT. IN FACT,

GIVEN HIS ADAMANT OPPOSITION, HE WAS NOT AT ALL SURE TELEX
CONTAINING ABOVE PROPOSALS WAS INDEED SENT TO WILLIAMS.
HE AGREED TO NOTIFY E/C OFFICER WHEN AND IF HE IS ABLE
TO CONFIRM MESSAGE SENT.

4. ACCORDING TO OUROUSSOFF, ISSUE OF FOREIGN EXCHANGE
REQUIREMENTS WAS NOT DISCUSSED. LIKEWISE HIS PLANNED
TRIP TO DETROIT WAS CANCELLED AS HE WAS ABLE TO CONTACT
FORD IN DETROIT SUBSEQUENTLY TO MEETING WITH AMBASSADOR
REF A.

5. SINCE OUROUSSOFF IS UNSURE OF PRESENT STATE OF PLAY,
HE STRESSED NECESSITY OF KEEPING ABOVE AS CLOSE AS
POSSIBLE UNTIL HE IS SURE EXACTLY WHAT GOE WILL PROPOSE.
HE MADE PARTICULAR POINT OF STRESSING NECESSITY FOR FORD
HEARING ABOVE PROPOSAL FIRST FROM GOE.
EILTS

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Message Attributes

Automatic Decaptioning: Z
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: FOREIGN INVESTMENT, AUTOMOTIVE INDUSTRY
Control Number: n/a
Copy: SINGLE
Sent Date: 05-Jul-1977 12:00:00 am
Decaption Date: 22 May 2009
Decaption Note: 25 YEAR REVIEW
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977CAIRO11089
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D770237-1188
Format: TEL
From: CAIRO
Handling Restrictions:
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770793/aaaadcvo.tel
Line Count: 79
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: bb2b5171-c288-dd11-92da-001cc4696bcc
Office: ACTION SS
Original Classification: CONFIDENTIAL
Original Handling Restrictions: EXDIS
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: EXDIS
Reference: 77 CAIRO 11063, 77 CAIRO 10576
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 05-Apr-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1970655
Secure: OPEN
Status: NATIVE
Subject: FORD INVESTMENT PROJECT
TAGS: EINV, ETRD, EG, FORD MOTOR CO
To: STATE
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/bb2b5171-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009